

Message Text

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PAGE 01 WARSAW 07234 071613Z

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ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 L-03 /060 W

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R 071520Z OCT 76

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 4383

LIMITED OFFICIAL USE WARSAW 7234

E.O. 11652: N/A

TAGS: EFIN, PL

SUBJECT: EXIM FINANCING FOR PROJECTS UNDER \$5 MILLION

1. DURING AN OCTOBER 2 MEETING WITH OFFICIALS OF THE BANK HANDLOWY, WHICH WAS ATTENDED BY MESSRS. POPOWICZ, ROHR, AND STAHNKE OF US STAFFDEL, BANK HANDLOWY OFFICIALS STATED THAT IT WAS NOT POSSIBLE TO APPLY FOR EXIM FINANCING FOR PROJECTS WITH A US COMPONENT OF BETWEEN \$5000,000 AND \$5 MILLION. THE BANK HANDLOWY OFFICIALS LEFT THE DEFINITE IMPRESSION THAT THEY BELIEVE THIS FINANCING "GAP" IS AN INTENTIONAL PART OF EXIM'S NEW CREDIT POLICIES WITH REGARD TO EASTERN EUROPE. EMBASSY OFFICER SAID HE WAS NOT AWARE OF ANY INTENTIONAL GAP IN EXIM'S COVERAGE AND WOULD ASK FOR A CLARIFICATION.

2. THE EMBASSY WOULD APPRECIATE BEING ADVISED AS TO EXIM'S POLICY WITH REGARD TO FINANCING PROJECTS IN THIS RANGE. TEXAS INSTRUMENTS, TO NAME ONLY ONE COMPANY, IS CURRENTLY BIDDING TO SUPPLY RADAR AND OTHER EQUIPMENT (VALUED AT BETWEEN \$2.5 MILLION AND \$3 MILLION) FOR A NEW CONTROL TOWER AT OKECIE AIRPORT. WE WOULD OF COURSE LIKE TO DISABUSE THE POLES OF THE NOTION THAT FINANCING FOR SUCH A PROJECT IS NOT POSSIBLE.

DAVIES

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NNN

Message Attributes

Automatic Decaptioning: X
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Margaret P. Grafeld
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